



DRAFT
Revenue Diversity & New Markets Committee Meeting
Wednesday, August 17, 2022
2:00 p.m.

MINUTES

MEMBERS PRESENT: Eric Jackson, Joe Battista, Mark Brewer, and Richard Sweat

MEMBERS ABSENT: Glen Casel and John Gill

STAFF PRESENT: Leo Alvarez, Pam Nabors, Mimi Coenen, Nilda Blanco, Lorri Shaban, Sheril Capleton and Kaz Kasal

| Agenda Item | Topic | Action Item / Follow Up Item |
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| 1 | Welcome Mr. Jackson, Committee Chair, called meeting to order at 2:05 p.m. | |
| 2 | Roll Call / Establishment of Quorum Ms. Kasal reported a quorum present. | |
| 3 | Public Comment None offered. | |
| 4 | Action Item <u>Approval of Minutes</u> <ul style="list-style-type: none"> Reviewed draft minutes from 6/21/22 Revenue Diversity and New Markets Committee Meeting (attachment). | A motion was made by Mr. Sweat to approve the minutes from the 6/1/22 meeting. Mr. Jackson seconded; motion passed unanimously. |
| 5 | Information / Discussion / Action Items <u>FY 2022-23 New Goals & YTD Results (attachment)</u> <ul style="list-style-type: none"> Reviewed fiscal year 21-22 results and results through July 2022. Reviewed 22-23 goals, key performance metrics and outcomes. <u>Development Approach</u> <ul style="list-style-type: none"> Reviewed “development approach” with CSCF partners and other high-impact organizations that can advance and financially support CSCF’s impact, while aligning with partners’ investment priorities (attachment). <u>Business Plan – General “Unrestricted” Funds</u> <ul style="list-style-type: none"> Reviewed strategic options on new organization (for general “unrestricted” funds), which is still in discovery mode (attachment). | <i>At next meeting, staff to bring initial data from strategies to increase Ticket To Work’s revenue and caseload.</i> |



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| | Organizational Structure Timeline <ul style="list-style-type: none">Reviewed timeline for the new LLC and the new 501c3 (attachment). | |
| 7 | Other Business <ul style="list-style-type: none">None offered. | |
| 8 | Adjournment <p>There being no other business, the meeting was adjourned at 3:39 p.m.</p> | |

Respectfully submitted,

Kaz Kasal
Executive Coordinator